

Message Text

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PAGE 01 STATE 052529

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FM SECSTATE WASHDC

TO AMEMBASSY COTONOU PRIORITY

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E.O. 11652: N/A

TAGS: BFOL, DM. US

SUBJ: CEMENT PROJECT

REF: COTONOU 393

1. COINCIDENTALLY WITH RECEIPT REFTEL, DESK OFFICER HAS HAD EXTENSIVE CONVERSATIONS OVER PAST SEVERAL DAYS WITH FULLER, LOEB RHOADES, AND ARTHUR G. MCKEE (CHICAGO ENGINEERING FIRM) CONCERNING CEMENT PROJECT. WHAT APPEARS TO BE EMERGING IS PACKAGE APPROACH WHEREBY MCKEE WOULD UNDERTAKE ENGINEERING, CONSTRUCTION, MANAGEMENT ADVICE, FULLER WOULD SUPPLY EQUIPMENT, AND LOEB RHOADES WOULD ASSIST FINANCING WITH POSSIBLE EXIM GUARANTEE. REPRESENTATIVES OF MCKEE AND LOEB RHOADES PLANNING WASHINGTON MEETING WITH AMBASSADOR ADJIBADE MARCH 22 TO DISCUSS SPECIFICS.

2. MCKEE REPRESENTATIVE, D.J. PAWLOWSKI, SEEMS MOST INTERESTED IN PROJECT AND HAS HAD DETAILED DISCUSSIONS WITH JOHNSON OF FULLER CO. BOTH HAVE STUDIED FULL UN CEMENT REPORT. PAWLOWSKI WANTS ASSURANCES OF DAHOMEAN INTEREST IN MCKEE, AND DETERMINATION PROCEED WITH PROJECT ON HIGH PRIORITY BASIS (PRESUMABLY ADJIBADE WILL ADEQUATELY ADDRESS THESE CONCERNS). PAWLOWSKI ALSO FEELS ENGINEERING STUDY WILL BE NEEDED, TO INCLUDE ON-SITE INSPECTION, SOIL BORINGS, CORE DRILLINGS AND OTHER GEOLOGICAL INVESTIGATIONS

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PAGE 02 STATE 052529

(SAYS UN STUDY DEVOTED ONLY TO MARKETING). PAWLOWSKI WOULD

CONSIDER TRIP TO COTONOU WITH CHIEF OPERATING ENGINEER AND A GEOLOGIST TO ASSESS SITUATION.

3. POTENTIAL STICKING POINT IS FINANCING COST OF ENGINEERING STUDY WHICH COULD RUN DOLS 75,000-DOLS 100,000. THIS COST COULD BE INCLUDED IN OVER-ALL FINANCING IF PROJECT IS REALIZED, BUT SHOULD STUDY NOT RESULT IN PROJECT IMPLEMENTATION, COST WOULD HAVE TO BE BORNE BY MRGD. FINANCING OF STUDY WILL BE DISCUSSED WITH ADJIBADE, BUT EMBASSY MAY WISH SOUND OUT TAGNON THIS ASPECT. EXIM WOULD GUARANTEE FINANCING ARRANGEMENT FOR STUDY, BUT FOR MRGD ACCOUNT.

4. VIEW ABOVE DEVELOPMENTS, DESK OFFICER HAS NOT PURSUED KAISER SUGGESTION MENTIONED REFTTEL, BUT WILL DO SO IF EMBASSY STILL WISHES. EMBASSY MIGHT CONSIDER SUGGESTION TO MRGD THAT IT HOLD OFF ON INTERNATIONAL BIDS AT LEAST UNTIL ABOVE DEVELOPMENTS CLARIFY. KISSINGER

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